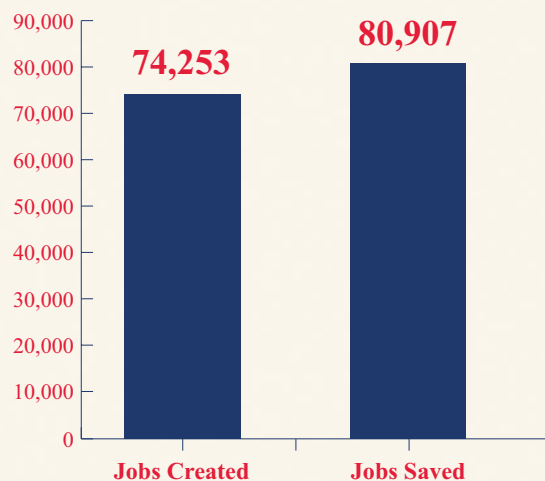


SBDC clients create and save jobs. In 2004, SBDC in-depth clients created 74,253 *new* full time jobs and *saved* an additional 80,907 jobs.

SBDC clients create 10 times more jobs. Small Businesses that received in-depth SBDC assistance experienced **10 times the job growth** of average businesses (14.2% compared to 1.4% for U.S. businesses in general between 2003 and 2004).

Jobs Created & Saved

(by SBDC in-depth clients in 2004)



SBDCs generate more revenue than they cost. SBDC in-depth clients generate **\$2.66 in new tax revenues for every \$1 spent on the SBDC program.** The Federal SBDC appropriation of \$88 million generated an estimated \$233,674,930 million in Federal revenue in 2004, as a result of increased economic activity.

What SBDC Clients Say

“Without the SBDC, Pat and I wouldn’t have known where to start. They helped us put together a solid business plan, which allowed us to get our loan.”

Jeff Francis, Reliance Fasteners of Denison

“The SBDC is currently helping me with phase two of my business plan, which includes the development of my website, marketing my cook book, and growing my business so I am able to hire more people that need work.”

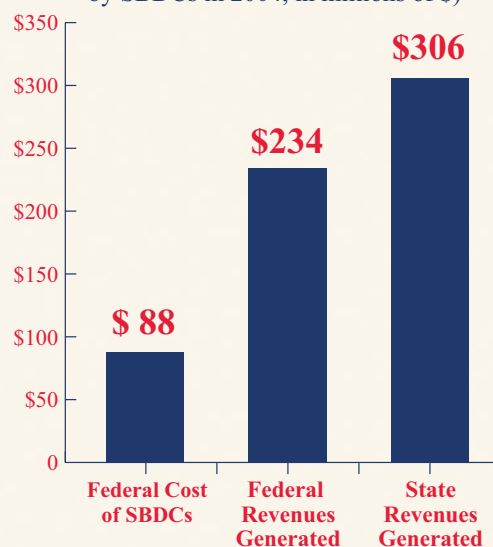
Norma Naranjo, The Feasting Place

“The International Trade Center SBDC at Bradley University has been an invaluable resource to help us push through barriers, use marketing information to expand internationally, and be more competitive.”

Doug Parsons, Excel Foundry

SBDCs Generate More Revenue than they Cost

(Cost vs. Revenue Generated by SBDCs in 2004, in millions of \$)



SBDC

America's Small Business Development Center Network

**SMALL BUSINESS
SUCCESS
IS OUR BUSINESS**



ASBDC Association of Small Business Development Centers.

8990 Burke Lake Road, Burke, VA 22015
703.764.9850 • www.asbdc-us.org

America's Small Business Development Center (SBDC)

Network provides management and technical assistance to more than 1.3 million small business owners and aspiring entrepreneurs each year. Small business owners and aspiring entrepreneurs can go to their local SBDCs for **free, face-to-face business consulting** and **at-cost training** on writing business plans, accessing capital, marketing, regulatory compliance, international trade and more.

The SBDCs are a **partnership** that includes **Congress, SBA, the private sector**, and the **colleges, universities and state governments** that manage SBDCs across the nation. The SBDCs raised nearly \$109 million in non-Federal resources (to match \$88 million in Federal funding) to serve small businesses and aspiring entrepreneurs in FY 2004.

SBDCs Create Businesses, Jobs and Sales, 24/7



A new business is opened by an SBDC → **33 minutes** in-depth client every

A new job is created in the U.S. by an SBDC → **7 minutes** in-depth client every

\$100,000 in new sales are generated by SBDC → **9 minutes** in-depth clients every

\$100,000 in financing is obtained by SBDC → **20 minutes** in-depth clients every

America's investment in the SBDC network is a **cost-effective** way to **grow the economy, enhance American competitiveness and fulfill the American dream.**

SBDCs help small businesses increase sales. SBDC in-depth clients* **generated \$6.1 billion in new sales** and **saved an additional \$5.8 billion in sales** in 2004.

SBDC clients' sales grow faster. Small businesses that received in-depth SBDC assistance experienced **sales growth of 18.5%** between 2003 and 2004 – **compared to 6.6%** for businesses in general.

SBDC clients create new businesses. **More than 60%** of all pre-venture SBDC in-depth clients **start new businesses**. Between 2003 and 2004, SBDC in-depth clients started **16,140 businesses**.

SBDCs leverage Federal, state, local and private resources. For an SBDC to receive Federal funding, it must first raise an equal or greater amount of funding from non-Federal sources.

SBDCs put America's educational institutions to work for small business. Nearly one-third of the 120 institutions of higher education that are ranked by *U.S. News & World Report* as "Top Schools" among national universities, as well as many community colleges, host SBDCs.

* SBDC in-depth clients meet with SBDC business advisors for five hours or more in a year.

SBDC clients invest in our future.

SBDCs helped in-depth clients obtain an estimated **\$2.6 billion in financing** in 2004. Every \$1 spent on the SBDC network enabled small businesses to access \$14.22 in new capital.

SBDCs served more than 1.3 million small businesses and aspiring entrepreneurs a year. In FY 2005, SBDC services included face-to-face assistance of an hour or more for 247,438 clients; three million total hours of business consulting; 29,051 group training sessions; and 1.7 million hours of training for small businesses and aspiring entrepreneurs.

SBDCs serve women, minorities and America's veterans. In FY 2005, **40%** of SBDC *business consulting* clients nationwide were **women**, **31%** were **minorities** and **10%** were **veterans**. In FY 2005, **43%** of SBDC *training* clients were **women**, **21%** were **minorities** and **6%** were **veterans**.

SBDCs serve rural, suburban and urban communities. With nearly a thousand service centers and numerous additional outreach offices in the SBDC network, SBDCs work to ensure that services are broadly available throughout the nation.

Source of Statistics: SBA; and the "Economic Impact of Small Business Development Center Counseling Activities in the United States: 2003-2004," by Professor James J. Chrisman of Mississippi State University

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